

From: Robert P. Blaisdell
To: Microsoft ATR
Date: 1/3/02 8:12am
Subject: Microsoft Settlement

Dear Department of Justice (DOJ) Representative,

Marzen Group LLC is a small business that integrates software and provides secure solutions for Department of Defense (DOD), as well as our commercial customers. Our Corporate headquarters is located in New Hampshire and we also have a location in Alabama. Our expertise includes supporting and securing both the Windows-based and UNIX platforms, software development, and providing turnkey hardware/software solutions to our various customers. Our customer's requirements are split on a platform basis as follows: 85% demand for Windows and 15% for UNIX/Linux.

(By the way, it has been our experience that the UNIX space within DOD is controlled by Sun Microsoft Systems Solaris at about 92%. Within our commercial UNIX space, it has been our experience that the market share for Sun Microsoft Systems appears to be the same. We have also seen that the DOD router space is controlled by CISCO to the tune of about 96%. If market share is the key indicator there are lots of other antitrust targets depending how you define the market space.)

We have followed the case against Microsoft and have reviewed the DOJ settlement. We agree with Microsoft that the settlement is fair and preserves the ability of our company to continue compete in the software integration and security marketplace, while preserving Microsoft's right to be innovative with their products. Since the case began, the software industry has continued to become more competitive place, and we believe this will continue especially during these economic down turn. The fact there are ten times more software developers choosing to use the Microsoft economic model and tools, should not be worrisome to DOJ. This means that many third party companies, like my company, are betting their futures using the development platform framework provided by Microsoft, will work correctly with that framework.. It means many jobs for our citizens and it allows customers to obtain the best software solutions made in the world. If each software company had to develop our own framework, much like the current state of UNIX/Linux, the cost and time to market of products that are needed would be significantly higher. In some cases this would force us to scrap the project, thus leaving our customers with inferior solutions.

The United States is known for its innovative capabilities within the software arena. Microsoft is an important partner in this space as well as other companies like Oracle, Sun and Red Hat. Microsoft has significantly invested in Standards Groups, which benefits all software developers, regardless of their O/S affiliation. Microsoft's large scale support of the open standards committees (IETF, UPNP, W3, to name

just a few) has helped them to become even a better corporate citizen within the software industry. The restrictions placed on Microsoft by your agreement will also allow us to move past the period of uncertainty which has plagued many companies for several years. As a company president, I can tell you that waiting for this legal case to be settled, has had a significantly impacted our strategic planning model for the past couple of years. With the case settled, it will allow companies like ours, to forge ahead with strategic plan, certain that we they are based on a development framework that is understood and will be stable for the foreseeable future.

The settlement DOJ proposed, and that was accepted by Microsoft, is fair and we believe it is in the best interest of the citizens of the US. I urge DOJ to stay the course with the settlement as proposed, to remove the cloud of uncertainty over software integration and third party development plans and to move forward. Let get on with the business of providing innovative solutions to our citizens!

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